

R E P O R T R E S U M E S

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AN INTRODUCTION TO TECHNIQUES OF COLLECTIVE NEGOTIATIONS IN
PUBLIC EDUCATION--A THREE PART SLIDE PRESENTATION WITH TAPED
ACCOMPANIMENT.

BY- CARLTON, PATRICK W.

OREGON UNIV., EUGENE

REPORT NUMBER BR-6-8367

CONTRACT OEC-4-7-008367-2007

EDRS PRICE MF-\$0.25 HC-\$0.20 3P.

DESCRIPTORS- *COLLECTIVE NEGOTIATION, *FILMSTRIPS, COLLECTIVE
BARGAINING, WORKSHOPS, PUBLIC EDUCATION, EUGENE,

A BRIEF REVIEW OF A THREE-PART FILMSTRIP SUPPLIED WITH
SCRIPT AND TAPED ACCOMPANIMENT GIVES THE MOTIVATIONAL
BACKGROUND OF THE PRODUCTION. THE FILMSTRIP RELATES THE
INCREASING NEED FOR TRAINED NEGOTIATORS TO STAFF THE
BARGAINING TEAMS OF BOTH TEACHERS AND SCHOOL BOARD. IT IS
DESIGNED FOR USE IN A WORKSHOP FOR TRAINING COLLECTIVE
NEGOTIATORS. (JK)

ED018864

**An Introduction to
TECHNIQUES OF COLLECTIVE NEGOTIATIONS IN PUBLIC EDUCATION**

**A Three Part Slide Presentation
with Taped Accompaniment**

**U.S. DEPARTMENT OF HEALTH, EDUCATION & WELFARE
OFFICE OF EDUCATION**

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Introductory Note

The Collective Negotiations Movement in public education has gained considerable momentum since 1962, the year in which the National Education Association first adopted a resolution on Professional Negotiations. With this momentum has come a host of new and different pressures, constraints and training needs.

One of the pressures is that of a need for a constantly replenished supply of trained negotiators to staff the bargaining teams of both teachers and school board. To date there has been manifested an abundance of ignorance in this area, often with disastrous results. Thus, training programs in negotiations are a current need.

This filmstrip is designed to provide an introductory experience for neophyte collective negotiators. In a relatively brief presentation, the filmstrip provides the neophyte with insights concerning bargaining strategy and tactics, and with specific examples of ways in which various negotiation situations may be dealt with.

A suggested use of these materials is in connection with a weekend workshop meeting for negotiatory personnel. Discussions at the end of each of the three parts can be supplemented with simulated negotiations, sociodrama, and other techniques of participant involvement.

The techniques discussed have been gleaned from the experiences of private and public sector negotiators over the past two decades. They are of a relatively timeless nature, dealing as they do with the thoughts and acts of people under pressure. This timelessness renders the materials potentially useful to practitioners in the field of negotiations on a relatively indefinite basis.

Patrick W. Carlton
Research Associate
CASEA

Copies of this slide presentation in modified form have been produced as a three-part filmstrip with taped accompaniment and script, which can be obtained as follows:

"Techniques of Collective Negotiations"
(181 frames; 36 minute tape; 15.00 @)
Publications Division
National Education Association
1201-16 St., NW.
Washington, D.C. 20036

Part I: Getting Negotiations Underway

**Patrick W. Carlton, Ph.D.
Research Associate, CASEA
University of Oregon
Eugene, Oregon**

**Project No. 6-8367
OEG-4-7-008367-2007**

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Special appreciation is expressed to the following persons, whose helpful suggestions and criticisms added much to the presentation:

Mr. Clyde Deal, Labor Coordinator, University of Oregon

Mr. F.J.C. Seymour, Alberta Teachers Association

Mr. G.D. Eamer, Saskatchewan Teachers Federation

Illustrated by: Norman Inbeck

Narration by: John Batchelder